
State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
Product Name: Page 3B (03/2013) Spec Page Update for 09MAJULX
Project Name/Number: Page 3B (03/2013) Spec Page Update for 09MAJULX/Page 3B (03/2013) Spec Page Update for 09MAJULX

Filing at a Glance

Company: John Hancock Life Insurance Company (U.S.A.)
Product Name: Page 3B (03/2013) Spec Page Update for 09MAJULX
State: Arkansas
TOI: L09I Individual Life - Flexible Premium Adjustable Life
Sub-TOI: L09I.001 Single Life
Filing Type: Form
Date Submitted: 12/17/2012
SERFF Tr Num: MANU-128815926
SERFF Status: Closed-Approved-Closed
State Tr Num:
State Status: Approved-Closed
Co Tr Num: PAGE 3B (03/2013) SPEC PAGE UPDATE FOR 09MAJULX

Implementation
Date Requested:
Author(s): Helene Landow, Arlene Laws, Karren Phair, Jacqueline Lau
Reviewer(s): Linda Bird (primary)
Disposition Date: 12/20/2012
Disposition Status: Approved-Closed
Implementation Date:

State Filing Description:

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
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General Information

Project Name: Page 3B (03/2013) Spec Page Update for 09MAJULX
Project Number: Page 3B (03/2013) Spec Page Update for 09MAJULX
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact:

Deemer Date:
Submitted By: Jacqueline Lau

Filing Description:
INDIVIDUAL LIFE
John Hancock Life Insurance Company (U.S.A.)
Policy:
Form 09MAJULX
Flexible Premium Adjustable Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

Status of Filing in Domicile:

Date Approved in Domicile:

Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 12/20/2012
State Status Changed: 12/20/2012
Created By: Jacqueline Lau
Corresponding Filing Tracking Number:

We are submitting to your office notification of a rate change to Policy Form 09MAJULX which was approved by your state on March 18, 2009 under SERFF Tracking # MANU-126060083. This rate change will apply to all new policies being issued and does not affect any in-force policies.

The change relates to a reduction in Guaranteed Interest Account Annual Rates on Page 3B. The existing rate varies from a minimum of between 2% to 3% based on the blend of Base Face Amount and Supplemental Face Amount at Issue. We are reducing this minimum rate to 1.5% to 2% depending on the mix of Base Face Amount and Supplemental Face Amount at issue. Please find enclosed revised Policy Specification Page 3B bearing a revision date (03/2013), wherein the change to the blended Guaranteed Interest Account Annual Rate for the policy is changed from 2.45% to 1.73%. This revised Specification Page is meant to replace the corresponding page that was previously filed and approved with policy form 09MAJULX. This revision is due to changes in the market conditions.

Enclosed for your review is an Addendum to Actuarial Memorandum dated December 5, 2012 amending the previously filed Actuarial Memorandum of March 5, 2009 with the update described above. We still maintain full nonforfeiture compliance.

Except for the changes outlined above, no other change has been made to the previously filed documentation.

We trust the above is satisfactory and look forward to receiving your state's approval in the usual manner. If you have any questions or concerns, please contact me at 416-926-6791 or via email at arlene_laws@jhancock.com.

Enclosures: Addendum to Actuarial Memorandum for form 09MAJULX
Revised Page 3B (03/2013)
Statement of Variability
Certificate of Compliance

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.001 Single Life
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Project Name/Number: Page 3B (03/2013) Spec Page Update for 09MAJULX/Page 3B (03/2013) Spec Page Update for 09MAJULX

Company and Contact

Filing Contact Information

Arlene Laws, Senior Contract Analyst arlene_laws@jhancock.com
P. O. Box 600 416-926-6791 [Phone]
Buffalo, NY 14201-0600 416-926-3121 [FAX]

Filing Company Information

John Hancock Life Insurance CoCode: 65838 State of Domicile: Michigan
Company (U.S.A.) Group Code: 904 Company Type:
P. O. Box 600 Group Name: insurance/financial
Contracts and Compliance FEIN Number: 01-0233346 State ID Number:
Buffalo, NY 14201-0600
(416) 926-3000 ext. [Phone]

Filing Fees

Fee Required? Yes
Fee Amount: \$50.00
Retaliatory? No
Fee Explanation:
Per Company: No

Company	Amount	Date Processed	Transaction #
John Hancock Life Insurance Company (U.S.A.)	\$50.00	12/17/2012	65830941

State:	Arkansas	Filing Company:	John Hancock Life Insurance Company (U.S.A.)
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Project Name/Number:	Page 3B (03/2013) Spec Page Update for 09MAJULX/Page 3B (03/2013) Spec Page Update for 09MAJULX		

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	12/20/2012	12/20/2012

State:	Arkansas	Filing Company:	John Hancock Life Insurance Company (U.S.A.)
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Disposition

Disposition Date: 12/20/2012

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		No
Supporting Document	Application		No
Supporting Document	Health - Actuarial Justification		No
Supporting Document	Outline of Coverage		No
Supporting Document	Cover Letter		Yes
Supporting Document	Statement of Variability		Yes
Supporting Document	Addendum to Actuarial Memorandum for form 09MAJULX		No
Supporting Document	Certificate of Compliance		Yes
Form	Policy Specification		Yes

State:	Arkansas	Filing Company:	John Hancock Life Insurance Company (U.S.A.)
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Form Schedule

Lead Form Number:								
Item No.	Schedule Item Status	Form Name	Form Number	Form Type	Form Action	Action Specific Data	Readability Score	Attachments
1		Policy Specification	3B (03/2013)	SCH	Initial			09MAJULX ar_page 3B.pdf

Form Type Legend:

ADV	Advertising	AEF	Application/Enrollment Form
CER	Certificate	CERA	Certificate Amendment, Insert Page, Endorsement or Rider
DDP	Data/Declaration Pages	FND	Funding Agreement (Annuity, Individual and Group)
MTX	Matrix	NOC	Notice of Coverage
OTH	Other	OUT	Outline of Coverage
PJK	Policy Jacket	POL	Policy/Contract/Fraternal Certificate
POLA	Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider	SCH	Schedule Pages

1. POLICY SPECIFICATIONS (continued) – Policy [12 345 678]

TABLE OF VALUES

Refer to your policy provisions for details on the terms and values shown in this table.

Minimum Total Face Amount	\$ 250,000
Minimum Base Face Amount	\$ 100,000
Minimum Total Face Amount Decrease	\$ 10,000
Guaranteed Interest Account Annual Rate	Not less than [1.73]%
Loan Interest Rate	As defined in Section 15
Maximum Loan Interest Credited Differential	
Policy Years 1-10	1.25%
Policy Years 11+	.25%
Minimum Loan Amount	\$500
Minimum Withdrawal Amount	\$500
Death Benefit Discount Factor	1.0024663
Target Premium	[\$4,565.48]

State:	Arkansas	Filing Company:	John Hancock Life Insurance Company (U.S.A.)
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Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	Cover Letter		
Comments:			
Attachment(s):			
letter ar.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Statement of Variability		
Comments:			
Attachment(s):			
SOV - Generic.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Certificate of Compliance		
Comments:			
Attachment(s):			
AR - actcert re valuation and nonforfeiture ar.pdf			

John Hancock Life Insurance Company (U.S.A.)

Contracts and Compliance
P.O. Box 600
Buffalo, NY 14201-0600
Tel.: 416-926-6791
Fax: 416-926-3121
Email: arlene_laws@jhancock.com



N.A.I.C. # 65838
SERFF Tracking # MANU-128815926

Arlene Laws
Senior Contract Analyst

December 17, 2012

Hon. Commissioner of Insurance
Compliance - Life and Health
1200 West Third Street
Little Rock, Arkansas 72201-1904

Attention: Linda Bird

Dear Ms. Bird:

INDIVIDUAL LIFE
John Hancock Life Insurance Company (U.S.A.)

Policy:
Form 09MAJULX
Flexible Premium Adjustable Life Insurance Policy, Non-Participating (revised Policy Specification page 3B)

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We trust the above is satisfactory and look forward to receiving your state's approval in the usual manner. If you have any questions or concerns, please contact me at 416-926-6791 or via email at arlene_laws@jhancock.com.

Sincerely,

A handwritten signature in cursive script that reads "Arlene Laws".

Arlene Laws, AIRC, ACS, HIA
Senior Contract Analyst

Enclosures: Addendum to Actuarial Memorandum for form 09MAJULX
Revised Page 3B (03/2013)
Statement of Variability
Certificate of Compliance

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)

STATEMENT OF VARIABILITY

December 17, 2012

Page 3B (03/2013) for use with Form 09MAJULX

FLEXIBLE PREMIUM ADJUSTABLE LIFE INSURANCE POLICY

Section / Section #	Page Number	Description
1. Policy Specifications	3B	<ul style="list-style-type: none">• Guaranteed Interest Account Annual Rate varies from 1.5% to 2% based on blend of Base Face Amount and Supplemental Face Amount at issue and is set for life of policy.• Target Premium varies based on issue specifications.

STATE OF ARKANSAS

CERTIFICATE OF COMPLIANCE

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.) hereby certifies that its policy form 09MAJULX complies with Section 6 and 7 of Regulation 34 (valuation and non-forfeiture).

We certify that in no case shall the reserves be less than the actual cash surrender values provided for under policy contract 09MAJULX.

We further certify that we have read the "Guidelines for non-guaranteed cost on participating and non-participating life insurance" (Bulletin 11-83), and that policy 09MAJULX complies with them.

JOHN HANCOCK LIFE INSURANCE COMPANY (U.S.A.)



December 5, 2012
Date

Michele C. Freeley, FSA, MAAA
AVP M Actuarial